



OPENING ACTS

Act 4, Scene 1

September 2010

DIFFERENT SHADES OF GREEN

It seems like everywhere you look, more and more options are becoming available for greener living. From the small step of implementing a recycling program to the leap of refurbishing a facility in accordance with the United States Green Building Council's LEED® program, businesses everywhere are continually evaluating their processes and looking for additional ways to reduce the organization's carbon footprint.

It appears, at least to us, that the trend of going green isn't a trend at all. Somewhere along the line it went from a bandwagon to be jumped on, to a way of life. For example, two summers ago we printed an article in our Opening Acts newsletter introducing Hager's green thinking. That article detailed Hager's conservation measures, which include:

- A wastewater pre-treatment facility at our Montgomery, Alabama, manufacturing plant that removes 98.5 percent of the soluble metals created during the manufacturing process and significantly reduces water consumption
- Utilization of FSC-certified paper for some of our printing (ensuring that the paper is sourced from responsibly managed forests)
- Replacing mercury lighting with florescent lighting at our Montgomery, Alabama, facility (conserving energy)
- Implementing recycling efforts for scrap metals and corrugated products

Two years later, we continue with the above initiatives and have added many others, including:

- Implementing a corporate headquarters recycling program that will single stream the recycling of paper, plastic, glass, metal, and other materials (diverting such waste from the landfill)
- Replacing all lighting at corporate headquarters with CFLs that provide the same level of lumens but require a fraction of the energy (providing better lighting for employees to help boost morale and efficiency)
- Using only recycled paper (with a minimum 30 percent post consumer waste) for copy machines
- Printing all marketing materials on FSC-certified paper and with soy-based inks and using paper containing 100 percent eucalyptus fibers when possible
- Encouraging employees to make every effort to print only when needed and utilize both sides of the paper
- Providing corporate headquarters employees with a fully-equipped workout to encourage an active lifestyle and environmentally friendly methods of commuting to work (running, biking)
- Replacing printed marketing materials with electronic versions when possible (like this very newsletter)
- Participation in the RCGA St. Louis Green Business Challenge program (to expand efforts to reduce energy and waste, expand sustainability programs, and reduce the company's environmental impact)
- Complete overhaul of our manufacturing and distribution efforts (see article on page 2)

Two years ago, at the beginning of our journey to be a greener company, we were perhaps a light shade of green. Now, we like to think of ourselves as a medium shade of green. And hopefully, a few years from now, we can take it one step further and commit to a deep shade of green.

What shade of green are you?





Director's Notes

FROM THE DESK OF COMPANY PRESIDENT RALPH HAGER

It's hard to believe the first half of 2010 has already flown by. Since we last spoke, Hager has made several additions and improvements to our product lines, including:

- Dust free bearings for our stainless steel continuous hinges
- Extension rod kits for our exit devices
- 10-foot fire rating for our 4500 Series SVR exit device
- Extra clearance brackets for our 5100, 5200, and 5300 Series door closers
- Convenient touch-up paint for our door closers
- 2500 Series lock
- ANSI certification for our double acting spring hinge
- Roller bumper
- Push/pull latch
- Torx screws for our Roton continuous geared hinges
- Additional finish for our anti-vandal pull

This Opening Acts issue features details on all of these announcements as well as articles about the many ways Hager continues to reduce our impact on the environment, including significant changes made to our manufacturing and distribution processes.

We are always looking for additional ways to provide the highest quality products with exceptional customer service and in the most timely manner -- all while being green.

We also feature two great project profiles and a handful of customer testimonials on page 4.

Enjoy!

Ralph Hager

More Efficient Manufacturing and Distribution

In continuing to feature Hager's efforts to evaluate processes and determine where we can be more efficient and minimize consumed resources and waste, it seems only fitting to mention the changes made to our manufacturing and distribution process.

In the first half of 2010, Hager Companies completed the consolidation of our Oxford, Alabama, manufacturing efforts into our Montgomery, Alabama, manufacturing plant to create a more efficient and coherent facility. In doing so, we relocated the production of Roton continuous hinges, threshold & weatherstripping, stainless steel continuous hinges, locks, closers, and exit devices.

We also completed the consolidation of our Oxford, Alabama, distribution efforts and Los Angeles, California, distribution efforts into our Montgomery, Alabama, facility. We then opened a new distribution facility in Phoenix, Arizona--a facility that provides us with added capacity, state-of-the-art processes, and improved efficiencies.

Manufacturing now comes from one facility (Montgomery, Alabama) and distribution from two (Montgomery, Alabama, and Phoenix, Arizona).

Keying efforts for our lock products were also consolidated from the Oxford, Alabama, facility to the Montgomery, Alabama, facility and then expanded to our Phoenix, Arizona facility.

The implementation of these changes has allowed Hager Companies to:

- Reduce transportation requirements (which means we consume less fuel and produce less emissions)
- Improve delivery to the Western region
- Reduce transportation requirements on imported products (because there is less ground to cover)
- Reduce inventory space requirements (reducing our physical footprint)

Product Announcements

Dust Free Bearings

Hager has added dust free bearings to our line of stainless steel continuous hinges. These bearings are made of long lasting, self lubricating material that prevents metal on metal wearing. They help provide a clean and quiet operation for hospitals and other high-frequency openings and support door weight up to 600 pounds. They meet ANSI/BHMA A156.26 - Grade 1 requirements and are available on all models, 79, 83, 85, 95, and 119 lengths.



Extension Rod Kits

We have added extension rod kits to our line of exit devices. This new product offering enables the use of Hager surface vertical rod exit devices on door openings up to 10 feet in height. The new extension rod kits are used for both the 4500 Series and 4700 Series surface vertical rods and come in a variety of finishes to compliment the exit devices currently offered by Hager. In addition, they are offered in both 24" and 36" with the ability to modify the length for shorter doors.

4500 Series SVR Exit Devices - 10 Foot Fire Rating

Our 4500 Series surface vertical rod exit device is now UL/cUL listed for up to 3 hours for "A" label doors up to 10 feet in height. When using the 4500 SVR on a 10-foot fire door, it is necessary to also use the 4912 fire rated top strike in order to meet UL compliance.

5100, 5200, and 5300 Series Extra Clearance Brackets

We have added an extra clearance parallel arm bracket for our 5100 Series (5935) and for our 5200 Series and 5300 Series (5936) surface door closers. These brackets allow for two inches of clearance to mount additional hardware such as the overhead door stops and holders.



Door Closer Touch-Up Paint

Hager Companies offers a range of sprayed finishes for our line of door closers--all of which are suitable for any type of architectural style or interior decor. These finishes are now available in convenient, touch-up cans of paint that can be applied to your existing closer covers, arm brackets, and fasteners.



2500 Series Lever

Hager's new 2500 Series lock offers a more economical choice for a Grade 2 lockset while maintaining Hager's well-established product quality.

1303 Double Acting Spring Hinge - ANSI

Hager's 1303 double acting spring hinge now meets ANSI K81041 for Grade 1 spring hinges. This includes all sizes (3", 4", 5", and 6").



271W Roller Bumper with 4-1/2" Projection

We have added a 4-1/2" projection roller bumper to the Trim & Auxiliary product line. The 4-1/2" length can be ordered using part number 271W.



311H Push/Pull Latch

Hager's 311H push/pull latch is a new and improved version of our previous 311D hospital latch and offers our customers a superior product with greater flexibility when outfitting their commercial and institutional doors. 311H is designed for doors that are 1-3/4" thick, including fire doors. This product mounts in five positions and is non-handed to allow easy access through door openings with a simple push or pull action. 311H provides an excellent option for both distributors and end users looking for a product that displays both quality and value.

Torx Screws

We now offer #12 - 24 x 11/16" drill quick torx screws in a clear finish for our Roton continuous geared hinges.

313S Anti-Vandal Pull

Our 313S Anti-Vandal Pull is now available in US32D with plastisol coating.

More information on any of the above announcements can be found by visiting www.hagerco.com and clicking on "What's New."

Customer Testimonials

Cynthia Braun

Tri-County Building Specialties, Inc.

"I want to let you know that we had an attempted break-in to my office on Monday. Fortunately, we had a Hager lock on the door. The intruder mangled the lock but still could not gain entry. Because of the Hager lock nothing was stolen. Thank you Hager!"

Dan Collins

Fallbrook, California

"Hager is wonderfully responsive! Within a couple hours of my sending a website comment to you, I had two responses from Hager: an email, plus a phone call from a nice lady, Joan Laaker, who walked me through all the possibilities to arrive at the exact Hager product number I needed. I then talked to your Sales Office in Solana Beach, California, who in turn referred me to the local distributor. I am well on my way to getting a replacement for my broken door closer. Thanks for all your help. It is good to know that good old-fashioned Customer Service is alive and well at Hager!"

Premiere Performances

WALTON COUNTY ANIMAL SHELTER

Walton County, Florida, constructed a new, 8,400 square-foot animal shelter that includes 80 individual kennels, examining rooms, an adoption room, and several other amenities. The new shelter offers adoption services for stray and rescued animals. Hager Companies provided Walton County with EC1100, ECBB1100, and ECBB1101 architectural hinges; 3500 Series and 3800 Series locks; 4500 Series exit devices; 5200 Series door closers; 236W, 243F, 282D, and 307D trim & auxiliary products; and 520S, 736S, 810S, and 835S thresholds & weatherstripping products. By providing premium-quality products and including lifetime warranties, Hager helped Walton County breathe easier, knowing the door hardware in the new animal shelter will stand the test of time.



LE WESTIN MONTRÉAL

The doors of Le Westin Montréal, Montréal's newest hotel, open onto the cobblestone streets of Old Montréal and are within walking distance of several restaurants, galleries, boutiques, and historic sites. The hotel boasts 424 sophisticated hotel rooms and 30 suites (many with stunning views of downtown Montréal) as well as 40,000 square feet of scenic meeting and event space. It also features gaZette, a farm-to-table inspired street level restaurant, and Reporter, a tapas and cocktails spot. Perhaps the most unique feature of Le Westin Montréal is the indoor glass bottom pool that hovers above the grand entrance way. Hager provided AB700, AB750, BB1279, 1250 architectural hinges; 3400 and 3500 Series locks; 5100, 5200, and 5300 Series door closers; and 248F floor stops for the construction of Le Westin Montréal. In doing so, Le Westin Montréal can rest assured knowing they have quality products (many with lifetime warranties) that compliment the hotel's interior design and will stand the test of time.